

### "FUSSING" THAT PAID.

#### A Little Story With a Moral for Growers of Berries and Truck.

Hank Peters' profits from strawberries were the talk of the neighborhood.

"Just that feller's luck!" sputtered Deacon Pepperton, disgustedly.

"Mebbe it ain't all luck," hinted Mrs. Pepperton, mildly. "Why don't you go over an' have a talk with him? P'rhaps he's got some new idee—he's always havin' 'em, you know."

"Fudge!" ejaculated the Deacon.

Mrs. Pepperton wisely said no more. Whereupon, inside of ten minutes, her husband concluded that 'mebbe he'd better see 'bout it;" so he picked up his hat, went out of the door, thence "cross lots" to Mr. Peters' farm. Mrs. Pepperton smiled. She knew that opposition was not the way to manage the Deacon.

Hank was in his packing-shed, putting some finishing-touches on a number of filled berry-crates.

"Hello, Deacon," said he, as he neatly stenciled shipping-directions on the ends of the crates.

"How are you, Hank? I hear you're makin' a pile o' money off'n your strawberries this year."

"Oh, I'm doin' fairly well, Deacon—nothin' to complain of," replied Hank, as he picked up some printed labels, and began to paste one on the end of each crate. The labels read as follows:

#### EXTRA CHOICE STRAW-BERRIES.

From  
Lake View Farm  
Henry Peters, Proprietor,  
Peachville, Mich.

Our Mottos:

"Every Box Guaranteed"  
"The Bottom as Good as the Top"  
"All Big Berries"

"Ahem!" said the Deacon. "Expensive business, those labels, eh? I can't 'ford such extras myself. What's that white, scalloped paper for, 'longside the boxes?"

"That? Oh, just to make the crates look more tasty, you know. It's called 'lace-paper'—the kind that confectioners put in their fancy candy-boxes. As for the labels—"

"That paper must have cost somethin', too!" interrupted the Deacon.

"Yes, somethin'. I pay two dollars and twenty-five cents for a thousand strips, an' it takes two strips for each crate. The labels each cost a fraction o' a cent, the paste is expensive o' course, an' the wear an' tear on a brush comes high—call it one penny, all told, an' you won't be far from the mark. Only a millionaire could 'ford such extras, that's a fact."

But the Deacon was proof against mild sarcasm. "Why," exclaimed he, "you're wastin' a dollar on ev'ry hundred crates!"

"Correct. But you've forgotten one little thing."

"What's that?"

"I'm gettin' a good many extra dollars in return for each dollar that I 'waste' on the crates that way."

The Deacon looked incredulous at this statement.

"Fact," continued Hank, good-naturedly, as he inked a rubber stamp and marked part of the crates "Bubach" and the others "Marshall."

"Who's your commission-man?" demanded the Deacon.

"Smith & Jones, Chicago."

"Why, I ship to that firm myself!"

"Good firm, eh?"

"Ye-es. But they haven't done very well with my berries this year. They claim the crop is big, an' the berries hard to sell. Lately I haven't got more'n seventy cents a crate for strawberries like yours. What have you been gettin'?"

"Bount a dollar an' a quarter," replied Hank, coolly, as he deftly inserted a cluster of strawberry-leaves in each end of each crate, then nailed down the covers.

"A dollar an' a quarter!" ejaculated the Deacon. "Then those fellers have been cheatin' me."

Hank's mouth was full of nails. In a moment he asked, "How do you pack your berries, Deacon?"

"Oh, just put 'em in the crates, an' fasten on the covers. I ain't got time to fuss with 'em the way you do. Time's too valuable to be a-putterin' that way."

"What's your time worth an hour, neighbor?"

"All o' twenty cents, I reckon."

"An' how much time do you think I spend each day putterin', as you call it?"

"An hour or so, mebbe."

"Call it an hour—at twenty cents. Now, how many crates o' berries did you ship last week? Two hundred, eh? Well, I shipped 'bout the same number. I wasted durin' the week, we'll allow, a dollar's worth o' time an' two dollars' worth o' 'extras.' My sales-checks footed up 'bout two hundred and fifty dollars. Yours, allowin' your own estimate, footed up 'bout one hundred an' forty dollars. Therefore, my putterin' has paid me one hundred an' ten dollars, less three dollars for extra time an' materials. That ain't a bad week's profit, Deacon, on an hour's fussin' once a day. I haven't counted Saturday, 'cause we don't pick berries on that day—nor on Sunday, neither."

The Deacon sat down, did some figuring on a board, and finally admitted that there "might be somethin' in it." Then, less incredulous, but no less curious, he examined Hank's method of packing—noting the uniformity of the berries; the neat manner in which the contents of each quart box was rounded off and arranged; the careful way in which the boxes were put into the crates, so as not to bruise the berries nor show visible signs of juice-stains on the wood; the absence of half-ripe or overripe berries, and lastly the lack of sand or dirt on the fruit.

Then Hank took him out into the "patch," and showed him how each plant grew in a hill by itself, and explained that strawberries were much more uniform and choice when grown on that system and under high culture than when tangled to-

gether in a half-cared-for matted row. He said that the straw mulch around the plants kept the fruit clean and the ground moist.

"Yes," commented the Deacon, cunningly, "but straw an' high culture are extras you ain't 'towed for."

"Seventeen dollars would cover such items," replied Hank, "which still leaves me ninety dollars ahead."

"Ahem! Well, you always was a mighty lucky feller, Hank! I must be goin'. Good-by."—Walter E. Andrews, in Farm and Fireside.

#### Best Time for Cutting Forage.

Editor of The Progressive Farmer:

The Experiment Station Division of the Department of Agriculture has been gathering some information regarding the best time to cut forage crops including oats, field peas, field corn, millet, sorghum, Kafir corn and cow-peas. A description of experiments is given where analyses were made of these crops at two different stages in the growth of each. In the oats and peas grown together the first analysis was made when the pea-pods were beginning to form, the second when the pod had all filled out and similar stages of growth for the other crops. The following table will indicate the stages of the crops at the different analyses:

Peas, first analysis, pods beginning to form; second analysis, pods filled out. Oats (1), beginning to head; (2), in full bloom. Field corn (1), tassels showing; (2) corn full grown, ear forming. Millet (1), beginning to head; (2), headed, seeds nearly ripe. Sorghum (1) beginning to head; (2), headed, seeds forming. Kafir corn (1), beginning to head; (2) headed, seeds forming. Cow-peas (1), vines 16 inches high, no blossoms; (2) well developed, some pods formed.

In reaching a conclusion various factors were taken into account beyond the mere amount of nutrition found, such as wholesomeness, digestibility, palatability, etc. It was developed that the mixed crop of oats and peas improves in composition as it grows older and should probably be allowed to stand so long as the pea vines remain fairly erect. The proportion of flesh-forming to fat-forming constituents in fodder obtained from oats and peas is very nearly the correct one for a well-balanced ration for most classes of animals, and it would probably be found unnecessary to supplement this fodder with grain or other foods.

Fieldcorn, millet, sorghum and Kafir corn decrease rapidly in protein content while heading out. In order to obtain a fodder from these having as narrow a ratio of flesh-forming to fat-forming foods as possible the crop should be cut at as early a stage as it can be well cured. For "roughage," to be fed in connection with highly nitrogenous foods it may well be allowed to grow until the seed forms. After that, however, the stalks rapidly become woody and the proportion of waste is greatly increased. No very significant change was found in the cow-peas, but this fodder is highly recommended on account of its large proportion of nitrogenous, strength-producing material and small percentage of indigestible fiber.

GUY E. MITCHELL.

#### The Pickle Industry in Bladen County!

The Heinz Pickle Company, of Pittsburg, Pa., will establish a curing plant at Clarkton, Bladen County, to prepare cucumber pickles for market. A representative of the company, says the Wilmington Messenger, will remain at Clarkton to instruct the farmers in the cultivation of cucumbers and as to the proper time to market them. The company has guaranteed the farmers 50 cents a bushel for cucumbers and 400 acres are more will be planted this season. In fact, the company has signed contracts for that amount, and the probability is that 2,000 acres will be planted.

The Heinz Company's curing plant will consist of numerous tanks in which the pickles will be cured in brine and then be shipped in barrels to the factory at Pittsburg for preparation in mercantile packages. It is anticipated that this pickle industry will leave from \$15,000 to \$20,000 at Clarkton this season.

#### Cleared \$1,210 on One Cow.

Mr. W. F. Harper, of Contentnea Neck Township, owns a cow which has been giving milk since February 15, 1892. She started with a production of two and one-half gallons of milk per day, and now yields one gallon per day. This cow is a perpetual milker, and was a fine investment. Mr. Harper paid \$10.70 for her, sold her calf for \$10 and has had milk from her every day for over eleven years. Putting the average at two gallons of milk per day, the cow has yielded 8,030 gallons of milk during the eleven years and estimating the value of the milk at twenty cents per gallon, which is easily obtained for the lacteal fluid in this section, we have \$1,606. Deducting \$3.00 a month for the cow's support, or \$396 for the eleven years, the cow has \$1,210 to her credit, besides \$10 obtained for the single calf of this remarkable cow. This beats the most intensive farming.—Kinston Free Press.

A large demand has been made upon members of Congress, Senators and the Secretary of Agriculture for the Farmers' Bulletin entitled "The Feeding of Farm Animals." This bulletin has just been revised by the Department and reissued by the Government Printing Office. It is believed to be one of the best small documents issued under the Secretary of Agriculture and goes briefly but clearly into the question of the most nutritious and palatable feeds and therefore the most profitable for horses, cattle, hogs and sheep. Balanced ration is described and discussed and the necessity shown, if success and profit are to be attained by the farmer in raising stock, whether with two or three head or a hundred, of adopting methods of feeding proved by scientific, practical tests rather than the hit and miss methods so frequently found on the farm. This bulletin (Farmer's Bulletin No. 22) like all other farm bulletins is free to farmers upon application to members of Congress or the Secretary of Agriculture.